

# FARMERS OF COUNTRY AND THE BIG TRUSTS

Secretary Wilson Describes the Real Capitalists of the United States.

## TILLERS OF SOIL ARE RICH

Are Investing Millions in Canada, Make Crops Worth Billions and Would Own Trusts.

(Special to The Times-Dispatch.)

WASHINGTON, D. C., April 9.—I called on Secretary Wilson yesterday to ask some questions on capital and labor from the standpoint of the farmer. My interview was held at the Department of Agriculture during the busiest hour of the day, and the Secretary answered my questions between jobs. As he did so I was surprised at his versatility. He is like Napoleon in his versatility. He is a man of a time and do them all well. His mind seemed to jump at a second's notice from the pasture lands of Dan to the grain fields of Beresheba, and when it landed it was all there. Now the question was the appointment of a man to investigate crop conditions in the Philippines, now the arrangement of the new agricultural building to be put up at a cost of several million dollars, and now the importation of a bug to wipe out the San Jose scale and make our orchardists rich. At the same time great bunches of letters were brought in and the Secretary read each one as he signed it.

"THE FARMER AND THE TRUSTS," I started out with.

"Mr. Secretary, you work as though you had your coat off; you claim to be the representative of the man with the coat off; I want to know what you think of that man in relation to our big combinations of capital?"

"The only man with his coat off whom I know is the farmer," replied Secretary Wilson. "With the ordinary laborer I have nothing to do. The farmer is a big enough proposition for us here. We are working for him and although we look over the fence now and then at the struggles of labor and capital we keep on our way, saying nothing as to anything else, but steadily sewing wool."

"But, Mr. Secretary, adapt my questions to the farmers. What do they think of the gigantic trusts which, like Jonah's gourd, have sprung up in a night?"

"They are anxious about them," replied the Secretary, "but it is from an investment standpoint. They want to know whether they have a substantial basis, how they are operated, what business they are doing and whether they will keep on paying dividends. The farmers are interested in the new Department of Commerce and Labor and especially in its bureau of corporations. If that bureau can give them satisfactory information about the trusts as the treasury does about our national banks there will be no difficulty in their getting a fair share of the farmer's money."

OUR FORMER CAPITALISTS.

"But, Mr. Secretary, I thought the farmer posed as a poor man. He is a chronic whiner, a constant complainer, and he always makes a poor mouth."

"That may have been so some years ago," replied Secretary Wilson. "It is not so now. You can't whine on a full stomach, full barns and a full pocketbook. That is the condition of the farmer to-

day. He is growing rich. He has become a creditor instead of a debtor. He is a capitalist hunting places to invest his surplus. He has had good crops and good prices, and to-day his deposits are rolling in like a golden tidal wave, flooding the western banks with more money than they can handle. The local banks are sending their millions to the east, and New York is taking what they cannot lend out in the west. The farmers, not satisfied with American investments, are sending millions into Canada to buy lands there, and still they have money left. In deed, what they want most is a safe place to put their surplus where it will bring them a fair rate of interest."

"What do you mean by a fair rate, Mr. Secretary?" I asked.

"Oh, about 5 per cent," replied Mr. Wilson. "That is the best you can expect of money now."

"Why don't they take up their mortgages, said I. 'Not long ago it was said that the whole United States west of the Missouri was practically owned by the savings banks of New England.'

"That is not so now," replied Secretary Wilson. "These mortgages have been paid long ago, and vast sums have been spent in improving the farms. There are mortgages still, it is true, but they have been given by the sons of the farmers, who are now buying farms of their own."

FARM LANDS AS AN INVESTMENT.

"Do you consider farm lands a good investment, Mr. Secretary?"

"I do at the present price," was the reply. "Investments differ according to localities, but any farmer that will now produce enough to carry himself, then to pay his taxes and a low rate of interest, is a good purchase. Our public lands have been largely taken up. We are rapidly increasing in population, and the domestic market steadily grows. We are now the greatest manufacturing nation on the globe, and the domestic market of the future is beyond conception. As to the foreign market, it will always take what we cannot use ourselves. We are farming better every day, and the business of farming will be more profitable as time goes on. We have some of the best food lands on the globe, and are just beginning to appreciate what they will produce."

THIRTY-THREE DOLLARS EVERY SECOND.

"Have you any idea," said Secretary Wilson as he turned to his desk, picked up a pencil and made some figures on a slip of paper. "Have you any idea of the money Uncle Sam's farmer capitalists steel trust, the subdividing trust, and all other trusts are peanut stands in comparison with it. I don't mean what our farmers sell at home, but what they sell abroad. The amount is so enormous you cannot comprehend it."

In the decade ending 1900 it was more than \$7,000,000,000, or an average more than \$2,000,000 a year. In 1901 our farm exports amounted to more than \$90,000,000, or almost \$3,000,000 for every working day of the year. That means \$125,000 an hour, \$2,000 a minute or \$33 per second. Every time the watch ticked on every one of the days throughout that working year \$33 worth of our goods were dropped into the lap of Europe and three \$10 gold pieces started on their way back to the United States.

"That was in 1901," Secretary Wilson continued. "Last year our exports were almost as large, and so it is going on year after year. You may talk about your great combinations of capital, your gigantic monopolies and enormous trusts,

but, after all, Uncle Sam's most profitable asset is the American farmer. A BUSINESS WHICH DEALS IN BILLIONS.

"Give me some of the items of this business of the farmers' trust, Mr. Secretary," said I.

"The farmers are not a trust," said Secretary Wilson, "and to give all the details of their enormous business would require too much space. Still I can give you some of the items. Take cotton, for instance. We got high prices for that last year. Our exports amounted to about 12,000,000 pounds a day, not including Sundays, and our receipts were about \$1,000,000 a day, or a gross amount of \$317,000,000 per year. This was all cold, clean money brought into the country for stuff sold abroad."

"Our grain exports were \$500,000 a day. We sent 204,000,000 bushels of wheat and almost half of that went in the shape of flour. We exported \$178,000,000 worth of meat and enough beef and pork to have given every man, woman and child of the whole world one-half pound and enough additional to have made a mess of hash for every one of them the next day. Those figures show you something of our agricultural interests. The American farmer is the backbone of the country. He is the biggest institution in it."

WHAT MAKES UNCLE SAM RICH?

"But last year and the year before have been the exceptions, Mr. Secretary. The crops have been much better than over before."

"That is true to a minor extent," replied Secretary Wilson. "But for years the farmer has been bringing over foreign gold from Europe, Australia and Asia to even up our losses in other branches of trade. In the last thirteen years our average excess of exports over imports amounted to about 275 million dollars per year, and during that time the annual balance of such trade in favor of the farmer was 337 million dollars, that is, the farmer had not only to give the balance of trade in our favor, but he had to pay 62 million dollars the shape of an adverse balance to other imports. In the last fourteen years the farmer balance of trade amounted to almost five billion dollars. It was enough to pay all the losses of our other foreign business and to put 4,000 millions of dollars, in round numbers, to the credit of the nation. Those figures give you some idea of the wonderful wave of prosperity which has been sweeping over the country comes from."

FARMING AS A BUSINESS.

"Then, I suppose that farming, as a business, has begun to pay."

"It has always paid," replied Secretary Wilson, "when managed in a business-like manner. But the day has passed when you can take it up as a makeshift, when the man who would make money in farming to-day must know his farm and how to farm it. He must know the nature of foods and fertilizers. He must understand the markets and bring the same business judgment to bear that is necessary to the success of other businesses. Above all the farmer must keep abreast of the times and farm scientifically, for it is only in that way that he can get the most out of his land."

NO FARMERS' TRUST.

"Will we ever have a great farmers' trust, which will corner the market, raise prices and split the other combinations of capital?"

"I don't think such a thing possible," replied Secretary Wilson. "This is a big country and farming is a big business. All the world is more or less engaged in

Thalhimer's.

Thalhimer's.

Thalhimer's.

Thalhimer's.

Thalhimer's.

## "Peggies-from-Paris Bags"

are the very newest thing shown in Bags for ladies. They are in tan and black, from \$2.25 each to..... \$4.48  
Real Valrus Skin Bags, in gray, basket handles, \$4.98 & tan and brown, with..... \$6.48

Also the new and nobby "Flat Iron Bag," in all colors, each, at..... \$2.98  
Full 8-inch Bags, with basket handles, in any color, a good 75c. value, at..... 50c

## \$1 Silk Crepe de Chines at 69c a Yard.

Just received 500 yards of Crepe de Chines, in a beautiful range of colorings, also white and black..... 69c

Japanese Silk in black, white and a choice selection of shades, just the thing for this season, at..... 50c

Fancy Silks, in the most stylish weaves, suitable for waists and shirt waist suits, 50c to..... \$1.00

Black Peau de Sole and Black Taffeta, 38 inches wide \$1.00

## The New Wash Fabrics in Scores Of Different Weaves and Designs.

### Figured Satins, 12 1/2c.

Beautiful line of Figured Satens, in a large variety of neat figures and Shepherd's plaids, 25c. 12 1/2c quality, for.....

### New Satin Surahs.

New Satin Surahs are very dainty and pretty for ladies and children's dresses and will wash well, 12 1/2c. quality..... 8 1/3c

### Solid Color Chambray 10c.

12 1/2c. Chambray, in the most desirable colors, very fine and durable, at..... 10c

### Mercerized Silk Gingham

Mercerized Silk Gingham, in the newest spring and summer styles and patterns, just the thing for shirt waists and suits, in dots and fancy stripes, with a beautiful lustrous finish, a 25c. quality, for..... 16 2/3c

## Special Pricing of Matting.

20c. China Matting, now, by patterns, this week, per yard..... 15c

Extra Heavy 25c. Quality Matting, this week, per yard..... 20c

25c. Japanese Matting, rich, new carpet designs, for, per yard..... 25c

Extra Fine Quality Matting, all select patterns, per yard..... 30c

All Matting 25c. a yard and upward, laid free.

## Extraordinary Sale Shirt-Waists.

Good values in Black and White Percale Waists, plain back, tucked, grading yokes effect front, all sizes, only..... 50c

Stylish White Linen Waist, plain back, cluster tucked front, new sleeve, pretty hemstitched stock, elegant value..... \$2.48

Sheer White Lawn Waist, broad tucks in the back, entire front of embroidery and broad tucks, trimmed in white pearl buttons, price..... \$2.98

Exclusive Novelties in Linen Waists, of hand-made drawn work, real beauties, prices \$5, \$7.48 and..... \$8.48

## Mark-Down Linen Sale.

To move things quickly we have marked to 75c. eight pieces of 100 Bleached Table Damask. These goods are seventy-two inches in width and are of unusual weight and quality. The patterns are the latest open designs, and are in flowers and spots. Most of them can be matched in Napkins at very reasonable prices.

Fifteen pieces, sixty-three inches wide, Bleached All Linen Damask, at 50c. Another invoice of these beautiful open worked squares, this being the fourth one. In selling rapidly, "hot cakes" are not to be compared with them.

## Women's Ready-to-Wear Garments.

### Special Pricing for the Week.

#### The Newest Skirts.

We are showing the newest models in Mould and Etamine Walking Skirts, all full skirted of \$10.00 feet, \$5 to.....

Etamine Dress Skirts, navy and black, trimmed with wood fibre lace and taffeta, also self trimmed, shirred and plaited effects, every style is well represented, every \$10.00, \$5 to..... \$20.00

Peau de Sole Skirts, with your Peau de Sole Waist, would complete your suit, at a small outlay, pretty effects, \$10.00 to..... \$20.00

Also sample line of Taffeta Walking Skirts, \$10.00 to..... \$10.00

Crepe de Chine Skirts for street and evening wear, beautifully trimmed, taffeta drop..... \$40.00

#### Special Coat Sale.

Imported Pongee and Taffeta Coats, lace, trimmed, semi-fitted back, full sleeves, \$10 to..... \$12.50

Loose Fitting Shirred Coats, of pongee taffeta and taffeta, petit de sole, at..... \$17.50

Children's Pongee Coats, newest effects, sizes three to six years, \$3.48 to..... \$7.48

Ladies' Covert, Cheviot and Broadcloth Coats, tailored in the top notch of style, \$5 to..... \$12.50

#### Dressing Sacques.

Our line of summer Kimonos and Dressing Sacques for season 1904 now ready for your inspection.

#### Dainty Silk Waists.

Ladies' White and Black Jap. Silk Waists, with broad tucks, front and back and full sleeve, special at..... \$2.98

Dressy White Jap. Silk Waists, with round yoke or Val lace and fagotting, drop shoulder effect, with cluster tucking on yoke, special..... \$3.98

Some Dainty Creations in white Jap. Silk Waists, prettily trimmed in lace and fashioned in the latest style, at \$5 and..... \$6.48

Ladies' Novelty Waists in crepe de chine and lace, beautifully made and finished with much hand work, at \$6.48, \$7.48 and..... \$10.00

## This Bargain News Should Command Popular Interest. It's Not an Offering of Special Styles as a Bargain Purchase—But the

## HIGHEST TYPE OF NEW Tailored Suits

of Which We Present the Finest Showing in the City.

Girls' Peter Thompson Suits, of mohair, cheviot and etamine; \$4.98 navy, with red or white trimming, sizes 6 years to 14 years.....

Girls' Reofer Eton and Blouse Suits, material etamine, covert and fancy mixtures, sizes 12 to 16 years, \$7.50 to..... \$20.00

Ladies' Suits, in a variety of plain tailor-made and fancy Eton, blouse and jacket effects; skirted skirts; materials chevots, mixtures, broadcloth and mohairs, all worth fully 25c per cent, more, \$10.00, \$12.50 and..... \$15.00

Ladies' Suits, in etamine, wool, suitings, mohairs and broadcloths, most up-to-date styles; jacket effects with walking skirts; Eton effects with cape and fitted or blouse backs; skirted skirts in tulle, \$20.00 to..... \$50.00

## Exceptional Dress Goods Values.

A new arrival of our popular All-Wool Vole, which is the leading novelty for the season, full 42 inches wide, in all colors and shades, at..... 50c

Silk and Wool Nappi Vole, one of the softest and most stylish thin fabrics in the market, 44 inches wide, at..... \$1.25

An elegant display of Plain and Embroidered Silk Mulls, the most charming of summer fabrics for street and house wear, 18c, 25c, and..... 50c

A superb stock of Mohair and Silklans, in navy, tan, champagnes, brown, gray, steel, red and green, 50c, 75c, and..... \$1.00

## Smart Silk Suits.

A large assortment in Taffeta and Foulard Silk Suits, shirt-waist style, tucked and fagot trimmed, full plaited skirts, several different styles and excellent values at \$10.00, \$12.50 and..... \$15.00

Best quality Black Taffeta Blouse Suits, with drop yoke and shirred blouse, with high lined, shirred yoke in skirt, with plaited flare, taffeta lined, special at..... \$25.00

## The Kayser Silk Gloves.

All made with double finger tips, which are guaranteed not to wear out.

The spring and summer lines have arrived. An early purchase is advisable, owing to the great demand for the Kayser make.

Our colors are gray, pearl, tan, white, and black, at 50c, 75c, and..... \$1.00

## Good Lining Bargains.

Just received Champagne and Pongee Marvel Silk Perca- lines, yard only..... 25c

The newest shades can be found here in the large consignment of Shadow Silks we received from the manufacturer. These will go on sale Monday morning, at, per yard..... 12 1/2c

Flash Silks for lining in all the fantastic shades, yard only..... 35c

Tailoring Goods of all kinds for lining purposes may be found here.

## Specials in Dress Goods.

All of our 54-inch Plain and Fancy Kerseys, Meltons, Covert and Venetian Cloth Suitings and Skirtings, that were \$1.25, \$1.50 and \$2, reduced..... \$1.00

All 54-inch Fancy Suitings reduced to..... 75c

## 50c Underwear Sale.

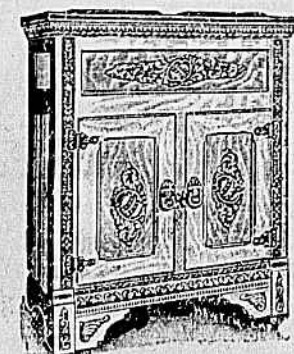
Women's White Lisle Combination Suits, low neck, sleeveless, tight knee and umbrella, lace trimmed, equal to the best 75c. grades.

## 12 1/2c Underwear Sale.

Women's Swiss Ribbed Vests, low neck, sleeveless, narrow low trimmed shoulder, equal to the best 15c. grade.

Hopkins Furniture Co. Hopkins Furniture Co.

## WHICH IS THE CHEAPER REFRIGERATOR?



The poorly constructed, unsanitary one, that melts ice like the summer sun, soon becomes leaky and unsafe, or the fair priced

## Buffalo, Zero or Niagara?

that are constructed for cleanliness, all parts being removable. They are most economical in the consumption of ice, have a pure dry-air circulation, and are absolutely free of odors and dampness.

The best is the cheapest, and ours are the best. Stop in and be convinced of their superiority.

\$6.99 to \$40.00.

## Go-Carts and Baby-Carriages



Hundreds of the newest styles in Adjustable Go-Carts and Carriages, up from..... \$4.98

Folding Go-Carts, up from..... \$2.48

## Extension Dining Tables.

\$6 Solid Oak Extension Tables go at..... \$4.00

\$10 Solid Oak Extension Tables go at..... \$6.25

\$16 Solid Oak Extension Tables go at..... \$10.25

\$22 Solid Oak Extension Tables go at..... \$14.75

## Bedroom Suits.

\$30 Solid Oak Bedroom Suits cut to..... \$19.25

\$45 Golden Oak Bedroom Suits cut to..... \$31.00

\$65 Quartered Golden Oak Bedroom Suits now cut..... \$47.35

\$60 Mahogany Veneered Bedroom Suits now cut..... \$44.50

\$85 Solid Oak Bedroom Suits cut to..... \$61.25

\$125 Solid Oak Bedroom Suits cut to..... \$87.00

## Imported Matting.

27c. Imported China Matting, yard..... 12 1/2c

20c. Imported China Matting, yard..... 14c

24c. Imported China Matting, yard..... 17 1/2c

30c. Imported Japanese Matting, yard..... 23c

40c. Imported Japanese Matting, yard..... 29c

## WE WILL TRUST YOU. MAIL ORDERS PROMPTLY FILLED.

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The Cheapest Cash or Credit Store in the City.

it and you can't control elements like that. Besides each farmer is independent of the other, and while all have to a large extent common interests they are somewhat antagonistic to one another. I think the farmers might be united in opposition to anything vitally against the interests of all, but that matter settled they would, as before, act as individuals."

THE QUESTION OF FARM LABOR.

"But, Mr. Secretary, how about labor matters? I should think you would have trouble to get men to work on the farms. I understand that most of the farm boys are going to the cities."

"That was so for a time, but more now remain about the farms. We have had a great immigration of farm laborers and we have been steadily making inventions in farm tools so that the average hand can do more now than the man of the past. Take the rice lands about the

can do that that he has no time to worry over hours and wages."

"How about wages, Mr. Secretary? Is the farm laborer well paid?"

"I think he is," replied the Secretary of Agriculture. "Good men get good wages, varying with the locality. In the northwest, where, perhaps, the most skilled of our farmers are found, hired men get \$25 a month and more. That is equal to \$40 a month without board, which is good pay for any man. Such a hand will understand how to use farm machinery. He will know all about crops, and he can, if necessary, take the farm and manage it himself. In some parts of the country the wages are less."

WHERE OUR MONEY COMES FROM.

"Are we farming any better now than we did in the past, Mr. Secretary?"

"Very much so," replied Secretary Wilson. "And we shall farm better in the

total product of all the gold and silver mines of the world, and the cotton crop last year sold for more than a half billion dollars. These figures are enormous. There is nothing like them anywhere, and we have not begun to approximate the maximum of our farming possibilities."

UNCLE SAM'S NEW CROP.

"No," said the Secretary, reflectively. "We do not know what we have nor how rich we are. We are discovering some new thing every day which adds enormously to our national wealth. The Agricultural Department has become one of investigation and research. We have men traveling over the world looking for new plants and seeds. Some time ago it seemed impossible that we could raise figs. We planted the trees, but could get no results. At last, on the advice of our specialists, we imported a little in-

will come when we will be shipping it to Italy.

NEW COTTON FOR THE SOUTH.

"There on the mantle," the Secretary continued, "you may see a frame containing samples of cotton. The cotton at the right has a short staple. That is the common cotton raised on the upland all over the south. These long, silky fibers on the left are from the famous sea island cotton, the highest priced and best to the world. That cotton will grow only on the islands off the coasts of Georgia and South Carolina. We have planted its seeds on the uplands, but could get no results. Then we took the upland plants and married them to the sea island plants, and the result is we have produced the cotton which you see between the two in the frame. It is not so long as the sea island cotton, but it is far longer than the upland cotton. That cotton, the child of the two other kinds, will grow on the uplands and the breeding of it will add millions of dollars to the value of our cotton crop. We are now experimenting on the best varieties of the Egyptian cottons, of which we import \$7,000,000 worth every year. We have had good results, and will soon raise all we want."

"Another important item is rice," said the Secretary. "We used to import nearly all we consumed. We raised 300,000,000 pounds last year, and are now sending rice to Cuba and other countries. We are doing a big business in sugar. We have begun to raise it from sugar beets, and our product last year of that kind of short sweetening was 200,000,000 pounds, enough to give thirty pounds to every family in the United States, or six and one-half pounds for every man,